

Message Text

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ACTION COME-00

INFO OCT-01 AF-08 ISO-00 CIAE-00 EB-08 INR-07 LAB-04

NSAE-00 PA-02 SIL-01 USIA-15 PRS-01 /047 W

-----090125Z 119362 /13

R 080630Z APR 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 376

UNCLAS LAGOS 03948

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: LAGOS INTERNATIONAL TRADE FAIR

REF: A) STATE 74218: B) STATE 76619

1. IN MEETINGS THIS WEEK WITH FAIR DIRECTOR AND EXECUTIVE STAFF, WE RECEIVED VERBAL ASSURANCES THAT OPTION GRANTED TO USDOC/EMBASSY TO FURNISH 10,000 SQUARE FEET GROSS OF COVERED INTERIOR SPACE TO MOUNT USDOC EXHIBIT, THAT USDOC AS LESSEE COULD SUBLEASE TO PRIVATE FIRMS, THAT USDOC/EMBASSY COULD OBTAIN APPLICATION FORMS FROM MINISTRY OF TRADE AND RECRUIT FIRMS, THAT USDOC MAY USE ITS OWN EXHIBIT DESIGN AND SELECT ITS OWN FAIR EXHIBIT CONTRACTOR, INCLUDING THIRD COUNTRY SOURCE. AVAILABILITY OF OUTSIDE SPACE DESCRIBED AS "LIMITLESS." WE INTEND SHORTLY TO OBTAIN WRITTEN APPROVAL FROM FAIR AUTHORITIES STATING RIGHT OF USDOC TO BE LESSEE AND IN TURN SUBLET SPACE. WE URGE STATE AND USDOC TO PROCEED TO CONTACT FIRMS NOW SO LATTER CAN AT LEAST BE INFORMED AND CONSIDER PARTICIPATION.

2. OFFICIALS GAVE US 100 PACKETS CONTAINING TERMS, CONDITIONS OF PARTICIPATION AND APPLICATIONS. WE POUCHING 10 OF THESE TO DEPT. BUT INTEND TO DISTRIBUTE BALANCE HERE. MINISTRY INSISTS THAT AMPLE SUPPLY AVAILABLE AT NIGERIAN EMBASSY WASHINGTON AND SUGGESTS USDOC AND COMPANIES DRAW FROM THAT
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SOURCE. IF USDOC ENCOUNERS ANY DIFFICULTY IN OBTAINING PACKETS, WE PLEASSED TO SHP REQUIRED NUMBER FROM HERE. MINISTRY ALSO URGES THAT USDOC ESTABLISH GOOD WORKING LIAISON WITH NIGERIAN EMBASSY RE FAIR.

3. COMPLETE APPLICATIONS MUST BE SUBMITTED TO MINISTRY OF

TRADE NO LATER THAN MAY 27. WE SUGGEST THAT APPLICATIONS BE SENT TO US TO ENSURE SAFE HANDCARRIED DELIVERY TO FAIR AUTHORITIES. IN ADDITION TO COMING UNDER USDOC UMBRELLA IN ONE U.S. PAVILION, AMERICAN FIRMS CAN ALSO PARTICIPATE SOLO IN FAIR. SOME FIRMS WITH SUBSIDIARIES HERE (E.G. MMM) HAVE DECIDED TO EXHIBIT IN BUILDING RESERVED FOR NIGERIAN COMPANIES. OTHERS (E.G., CATERPILLER CORP.) WILL BE PART OF OVERALL DISPLAY OF THEIR LOCAL NIGERIAN DISTRIBUTORS.

4. FAIR DIRECTOR STATE THAT HE PREFERS FOLLOWING EXHIBIT THEMES GEARED TO NATION'S DEVELOPMENT NEEDS: TRANSPORT, PROCESSING MACHINERY, ELECTRIC POWER GENERATION EQUIPMENT. AGRICULTURAL EQUIPMENT AND CHEMICAL FERTILIZERS, TELECOMMUNICATIONS EQUIPMENT, ELECTRICAL GOODS SUCH AS REFRIGERATORS AND AIR CONDITIONERS, MATERIALS HANDLING AND PACKAGING EQUIPMENT, PRINTING EQUIPMENT.

5. EXHIBITION BUILDINGS WILL BE CLOSED TO PUBLIC A MINIMUM OF TWO FULL DAYS PER WEEK TO ENSURE UNIMPEDED VIEWING BY PROFESSIONAL SPECIALISTS AND BUSINESSMEN.

6. ALADDIN DEVELOPERS, INC (ANTHONY ZEHENNI, PRES.) 9145 SUNSET BLVD, LOS ANGELES, CALIF. 90069: MESSERSCHMIDT DEVELOPMENT CORP. (RICHARD MESSERSCHMIDT, PRES.) 17TH FLOOR, WESTERN HOUSE, 10 BROAD ST. LAGOS, NIGERIA, AND GLAHE INTERNATIONAL (JO GLAHE, PRES.), GMBHA D-5000, COLOGNE 80, POSTFACH 800349, GERMANY HAVE SEPARATELY INFORMED US THAT THEY WOULD LIKE TO TENDER FOR EREVTION OF DISPLAY SYSTEM.

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YM TRADE FAIR OFFICIALS ACKNOWLEDGE THAT CONTENTS OF DEPARTMENT'S DIPLOMATIC NOTE (REFTEL B) ALREADY RELAYED FROM WASHINGTON.
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Disposition Action: n/a
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